



Pharmaceutical Company Reduced Its Carbon Footprint With a Strategic, Two-step Approach

FLEET PROFILE

Fleet Size **5,000**
Industry **Pharmaceuticals**

Vehicle Type **Sedan, SUV**

OPPORTUNITY

Promote a healthier planet by reducing the fleet's carbon footprint

As a global pharmaceutical leader, this company pursues the mission of public health for all. It recognizes the connection between climate change and public health.

Health is their business and contribution to society. Starting in 2018, it extended that ambition into its fleet by moving to convert its entire 4,800-unit fleet to low-emission hybrid vehicles. In early 2020, it announced its commitment to achieve zero carbon emissions in operations, sites and fleet, by 2025 and carbon negative value chain by 2030.

STRATEGY

A two-stage transition kept business moving forward

First, the team evaluated numerous hybrids for TCO, sustainability and cost savings. This analysis identified which models were a key benefit and fit for the fleet.

Next, Wheels applied the same analytics to an electric-vehicle conversion, identifying which vehicles should be the first to transition, with an eye to available vehicle choices, current infrastructure and available charging stations. Wheels and this company took a preliminary survey of the field and found a list of possible drivers who were willing and able to make the change.

RESULTS+

Dramatic improvement to date — and the best is yet to come

The first stage is now nearly complete. With 68% of the fleet now transitioned to hybrids, fuel economy has improved to an impressive 30 MPG. This near **10% improvement** in MPG has resulted in a reduction in fuel costs, which offset the higher priced hybrid vehicles. Additionally, the fleet's 44,051 tons of carbon emissions have already **decreased 22.5%** in just two years.

Now there is even more to accomplish. Its sustainability program will be a landmark achievement for this company and our planet, and the new timeline will help advance that goal.